

Sandler Sales Training – No charge for Platinum CARE Subscribers

Access to online Sandler Broadcast Center (normally \$75/month, \$900/year)

Four hours of live broadcasts each month...two hours for salespeople and two-hours for sales managers.

Download older archived broadcasts to your computer, iPod, or Mp3 player.

E-learning lessons on how to implement a selling system within ACT!

Downloadable chapters of the new Sandler/Vito book, Five Minutes with VITO.

Free training session (valued at \$595)

Sandler is offering one free training session at one of its many local training centers for each purchased license of ACT! Platinum CARE. Will they be trying to sell you on more elaborate training for each of your sales staff... probably so, but you can get this basic sales training at no additional charge with your Platinum CARE subscription. Hey, not much to think about here. The Sandler System is a great training program. I know a lot of the Sandler people and they are really good. Not high pressure.

Extended DISC® Center (\$75 value)

DISC is a behavioral self- assessment tool that helps you identify your strengths and development areas and is used to categorize the way people interact. Each user in the Platinum CARE program can fill out the assessment tool for their own or company use.

The results show who the individual actually is and not what the person thinks he/she needs to be in the existing environment. The report identifies true strengths and development areas to allow for true performance improvement.